

Message Text

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ACTION ARA-14

INFO OCT-01 ISO-00 CTME-00 AID-05 JUSE-00 TRSE-00
SNM-05 DEAE-00 SSO-00 /025 W
-----111174 121901Z /43
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FM AMEMBASSY MEXICO
TO SECSTATE WASHDC IMMEDIATE 1335

UNCLAS SECTION 01 OF 02 MEXICO 11377

EO 11652: N/A
TAGS: SNAR, MX
SUBJECT: NARCOTICS - REQUEST FOR OFFSHORE PROCURE-
MENT WAIVER

REF: (A) MEXICO 11037; (B) MCBEE-BERNAL TELCON
11 JULY

1. SUMMARY. AS REPORTED IN REF (A), BELIEVING THAT
AID PROCUREMENT REGULATIONS DID NOT APPLY TO PROCUREMENTS
MADE BY GOM WHICH WOULD THEN BE REIMBURSED AS PROVIDED
IN LETTER OF AGREEMENT, EMBASSY ADVANCED FUNDS TO THE
GOM FOR THE LOCAL PURCHASE OF 36 FOUR-WHEEL-DRIVE VEHICLES
NEEDED FOR THE MAPPING PROJECT. FOLLOWING TELCON ON
11 JULY (REF (B)), WE HAVE INFORMED GOM THAT AN OFF-
SHORE PROCUREMENT WAIVER APPEARS NECESSARY. DECISION
ON WAIVER NEEDED URGENTLY. END SUMMARY.

2. BACKGROUND. ON 24 MAY 1978, USG AND GOM ENTERED
INTO AN AGREEMENT (FOR TEXT SEE PARA TWO MEXICO 5773)
BY WHICH USG AGREED TO PROVIDE EQUIPMENT, SERVICES,
AND/OR FUNDING ON AN ADVANCE OR REIMBURSABLE BASIS AS
AGREED UPON TO FACILITATE THE PRODUCTION OF COLOR TOPO-
GRAPHIC MAPS NEEDED FOR THE NARCOTICS PROGRAM. THE MAPS
ARE URGENTLY NEEDED FOR ONGOING OPERATIONS AND THE
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INTERIM AND ADVANCED ILLICIT CROP DETECTION SYSTEMS
BEING DEVELOPED BY NASA. DETENAL, THE GOM MAPPING
AGENCY, HAS AGREED WITH THE ATTORNEY
GENERAL'S OFFICE (AG) TO EXPEDITE PRODUCTION OF THESE
MAPS PROVIDED THE AG CAN PROVIDE THE INCREMENTAL EQUIP-
MENT AND SUPPLIES THAT WILL BE REQUIRED.

3. AMONG DETENAL'S REQUIREMENTS IS THE NEED FOR FOUR-WHEEL-DRIVE VEHICLES TO PERMIT FIELD TEAMS TO TRAVEL TO REMOTE AREAS FOR GROUND TRUTH DEVELOPMENT, PLACEMENT OF GEOCEIVERS, ETC. DETENAL ALREADY HAS 150 SUCH VEHICLES MANUFACTURED IN MEXICO BY VEHICULOS AUTOMOTORES MEXICANOS: (VAMSA), WHICH WILL BE UTILIZED FOR THE PROJECT. TO COMPLETE THE MAPPING TASK IN TIME FOR THE NEEDS OF THE ILLICIT AND ADVANCED CROP DETECTION SYSTEMS, AN ADDITIONAL 36 SUCH VEHICLES ARE NEEDED IMMEDIATELY.

4. THE PROBLEM. BECAUSE FOUR-WHEEL-DRIVE VEHICLES OF THE TYPE REQUIRED ARE MANUFACTURED IN MEXICO, THE GOM NORMALLY DOES NOT PERMIT IMPORTATION OF SUCH VEHICLES. THIS COULD, OF COURSE, BE WAIVED IN THIS INSTANCE. HOWEVER, THERE IS IN MEXICO NO RELIABLE SERVICE FOR SUCH IMPORTED VEHICLES, NEITHER IN THE MAJOR CITIES (WHERE THEY WILL NOT BE USED) NOR IN REMOTE LOCATIONS WHERE THE VEHICLES WILL BE UTILIZED. THIS LACK OF SERVICE IS FURTHER COMPOUNDED BY THE UNAVAILABILITY OF SPARE PARTS. WERE WE TO IMPORT THE NECESSARY VEHICLES, WE WOULD ALSO HAVE TO IMPORT CONSIDERABLE STOCKS OF SPARE PARTS AND THEN ESTABLISH A SUPPLY SYSTEM TO ASSURE TIMELY AVAILABILITY OF A PARTICULAR PART IN REMOTE LOCATIONS. SERVICE TRAINING AND POSSIBLY SPECIALIZED TOOLS WOULD ALSO BE NECESSARY. OUR EX-

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PERIENCE IN IMPORTING VEHICLES HAS BEEN TOTALLY UNSATISFACTORY AND, IN FACT, THE SPECIALIZED INTERDICTION VEHICLES PROVIDED TOMEXICO ARE NOW AND HAVE BEEN FOR SOME TIME INOPERABLE BECAUSE OF SPARE PARTS AND MAINTENANCE DIFFICULTIES. FURTHER ARGUING AGAINST IMPORTATION IS THE NEED TO BEGIN FIELD WORK IMMEDIATELY. VAMSA HAS GUARANTEED DELIVERY IN MEXICO OF THE ENTIRE FLEET BY EARLY AUGUST WHEN THE FIELD WORK MUST BEGIN. ANY DELAY IN VEHICLE DELIVERY WOULD DELAY THE FIELD WORK NECESSARY FOR MAP PRODUCTION AND COULD SERIOUSLY IMPEDE TESTING OF THE ILLICIT AND ADVANCED CROP DETECTION SYSTEMS.

5. VAMSA, THE PROPOSED SUPPLIER, IS AFFILIATED WITH THE AMERICAN MOTORS CORPORATION WHICH HOLDS 49 PERCENT OF THE CAPITAL STOCK OF VAMSA. VAMSA MANUFACTURES IN MEXICO CERTAIN AMERICAN MOTORS' PRODUCTS UNDER LICENSE AND ALSO WORKS WITH THE JEEP INTERNATIONAL CORPORATION. DETENAL ALREADY HAS SPARE PARTS STOCKS FOR ITS 150 VAMSA VEHICLES DISPERSED THROUGHOUT REMOTE AREAS, TOGETHER WITH FACTORY-TRAINED MECHANICS. THIS TYPE VEHICLE IS WIDELY KNOWN BY VILLAGERS IN REMOTE

AREAS WHO IDENTIFY IT WITH DETENAL. DETENAL REPORTS A MARKED DECREASE IN VIOLENCE AGAINST ITS FIELD PERSONNEL SINCE ADOPTING ONE STANDARD FIELD VEHICLE.

6. COST OF THE VEHICLES IN MEXICO, AT \$7,040 EACH, SHOULD NOT EXCEED COST OF SIMILAR VEHICLES PURCHASED IN THE UNITED STATES AND SHIPPED TO MEXICO. THE VEHICLE WARRANTY WOULD, HOWEVER, REMAIN IN FORCE WHEREAS WARRANTIES ON U.S. MANUFACTURED VEHICLES ANGO ARE GENERALLY NOT HONORED IN MEXICO.

7. RECOMMENDATION. THAT THE DEPARTMENT AUTHORIZE OFF-SHORE PROCUREMENT IN MEXICO FROM A MANUFACTURER AFFILIATED WITH THE U.S. AUTOMOTIVE INDUSTRY OF 36 FOUR-UNCLASSIFIED

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WHEEL-DRIVE VEHICLES OF A TYPE COMPATIBLE WITH THE EX-

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ISTING DETENAL FLEET IN THE INTERESTS OF FLEET STANDARD-IZATION AND EXPEDITIOUS DELIVERY. BECAUSE OF NEED FOR FIELD WORK TO BEGIN, DECISION REQUESTED URGENTLY. LUCEY

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